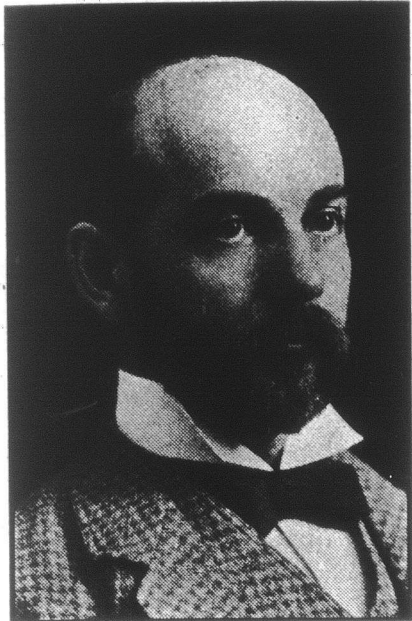
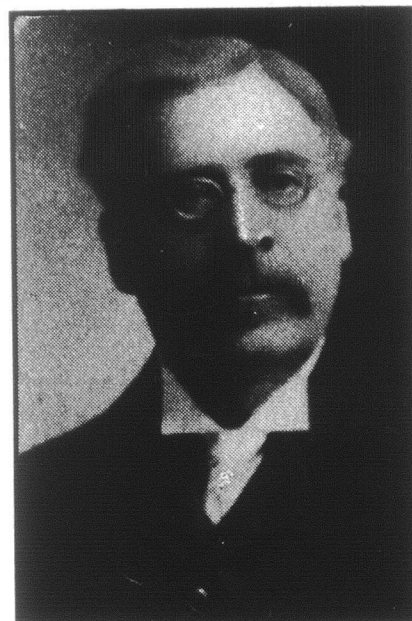


manufacture brooms, whisks, etc., employing a number of hands the year round and find a ready sale for the output of their broom factory. They now have three travellers on the road and their steadily increasing business will demand the engagement of an additional force of travelling salesmen in the near future. They have lately acquired more property and now occupy the premises on McDermot avenue, No. 312 up to No. 320. They do a wholesale business exclusively. Mr. E. H. Briggs has recently returned from a business trip to the leading cities in American cities, including the leading cities in Eastern Canada as well, where he made arrangements with several manufacturers to handle their goods in the West.



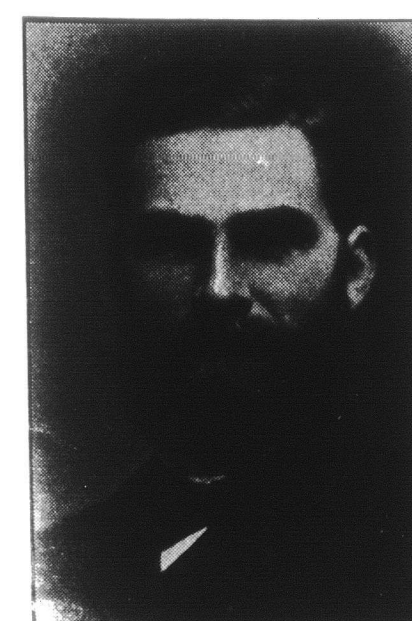
C. C. CHIPMAN,
Commissioner Hudson's Bay Company.

The Hudson's Bay Company require no introduction to the people of this country. Its transactions are interwoven with the history of Canada and we assume that every reader of The Western Home Monthly is familiar with the enormous business carried on by this old British company during the last two centuries.



ALBERT EVANS,
Western Representative Nordheimer Pianos.

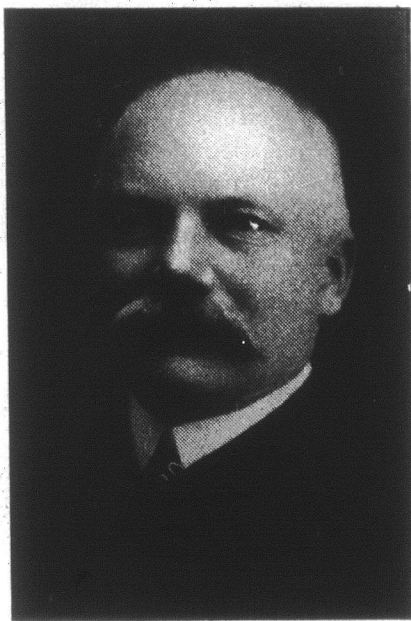
Mr. Evans is an old resident of Winnipeg, an excellent musician and has hosts of friends. He is the representative for Winnipeg and district of the Nordheimer Piano and Music Co., Ltd., of Toronto. Nordheimer pianos are sold on their merit and their popularity among the cultured people of the West is an evidence that they meet all the requirements of a high class musical instrument. Besides selling the Nordheimer, this house also handles the world renowned Steinway & Son's, of New York, and the Haines Co. piano of Rochester, N.Y.



GEORGE CRAIG,
George Craig Co., Limited.

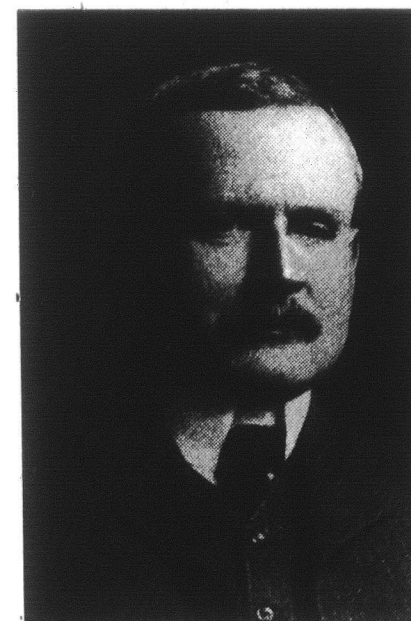
photo here reproduced is of Mr. Geo. Craig

when he arrived in the West twenty-four years ago. Mr. Craig's first start in business was in Portage la Prairie and Brandon, where he conducted a large store in each of the aforementioned towns. Some eighteen years ago he sold out both those stores, removing to Winnipeg, where he again embarked in business. To-day he is the head of a large departmental store in the Campbell Block, doing a lucrative business. Mr. Craig has filled the position of alderman for Ward 4 for two years, retiring from the City Council so as to apply himself more closely to his rapidly expanding business. He visits Europe every year to buy goods, selecting his stock in the best markets direct from the manufacturers. He is a man of rare good judgment; an enthusiastic westerner, big-hearted and generous. He had the most implicit confidence in the future of Western Canada since he first set foot in the country and many of his prophecies made twenty years ago have been realized. He has a well organized business which he skilfully guides with a master hand.



D. R. DINGWALL,
President D. R. Dingwall Co., Ltd.

D. R. Dingwall, 424 and 584 Main street, Winnipeg, started in business in a small way in 1882. The end of the century witnessed a large increase in business and in 1900 Mr. Dingwall formed a joint stock company. To-day two magnificent stores tally the advancement in this short time. This company carries a magnificent stock and imports diamonds and precious stones, art goods, bronze goods, china-ware and statuary. Each year a representative of the firm pays a visit to European centres and procures everything necessary appertaining to an up-to-date jewellery stock. The business of the firm is constantly on the increase, the mail order business in particular for the past year showing an advance of fifty per cent. over previous years. Their trade in this line extends to the Pacific coast and the Yukon, as far north as the McKenzie river. They manufacture jewellery and do their own diamond setting. In the repair department only specialists are employed. This company are official inspectors of C.P.R. and C.N.R. watches, of which they average one thousand a month. They issue a beautiful catalogue.



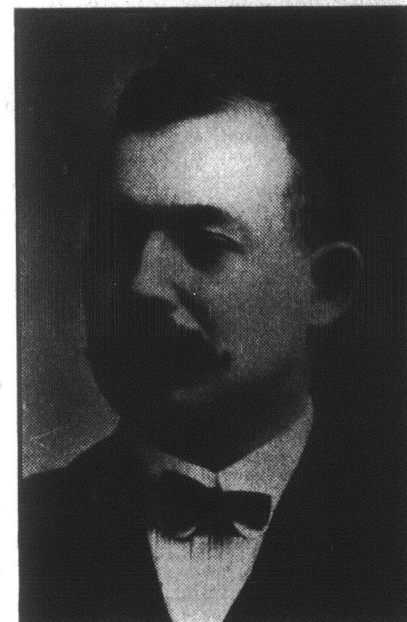
G. F. GALT,
Of G. F. & J. Galt.

The history of this firm dates back to January, 1882. Business enterprise and push necessitated the firm moving into larger premises the following year. The great depression following in the wake of the boom did not materially retard the growth of their business, and in 1887 their present building was erected. Since then they have added to their present premises and now extensive additions are being made, and when completed the firm will have the largest wholesale grocery and tea warehouse in the city. Anticipating the great industrial development in the West, some ten years ago they erected a large manufacturing establishment which is devoted exclusively to coffee roasting and grinding and the preparation of Blue Ribbon baking powder, extracts and other specialties. The installation of modern machinery makes their factory most complete. In addition to their Winnipeg business, which alone employs sixty hands, G. F. & J. Galt have branches in Vancouver, Calgary and Prince Albert, and at Vancouver a large establishment for packing Blue Ribbon tea. They control also the Blue Ribbon Tea Company, of Toronto, and are competing successfully in the East with the merchant princes of the older provinces.



E. J. GOLLOP,
Manager Whaley, Royce & Co., Ltd.

The firm of Whaley, Royce & Co. has been established here for the past five years. They are about the largest importers, wholesale and retail dealers in music, musical instruments and general musical merchandise in Canada. They are publishers, printers and engravers of music in every form. They carry a most complete stock of small musical instruments, and manufacture and keep in stock the renowned "Imperial" band instruments, duplex drums, guitars, mandolins, etc. Their Winnipeg store is at 356 Main. They do a large mail order business.



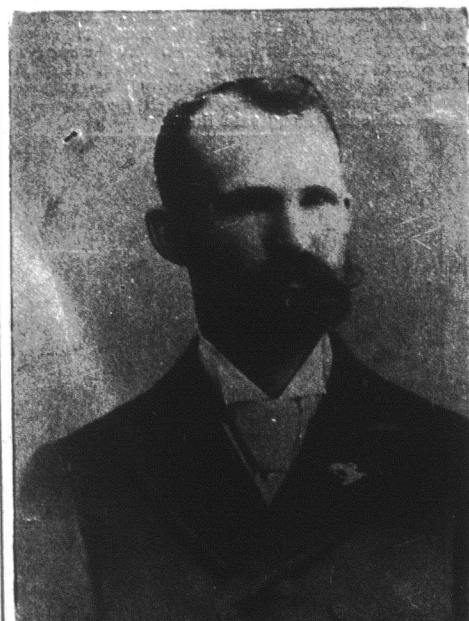
A. E. HAM,
Manager and Sec.-Treas. Imperial Dry Goods Co.

The phenomenal success of the Imperial Dry Goods Co. is directly traceable to the power of organization possessed and exhibited by the manager, whose photograph we reproduce. In the early days Mr. Ham was business manager, advertising manager, window dresser and chief salesman combined. But by diligent attention to business and untiring energy the confines of this small dry goods emporium became altogether too restricted and two years after starting (1888) he was compelled to look for more commodious quarters. These the company erected on Main street, where they are doing business to-day. As an illustration of the advancement made by this enterprising firm, a few facts will not be out of place. Seven years ago Mr. Ham opened the doors to the public with a stock valued at \$18,000; to-day the company carries a stock of nearly \$250,000 worth. In the early days the staff was composed of four clerks and the manager; to-day one hundred and eighty-three hands are employed. Business was done in a store 28x90 ft. (two flats), to-day the floor space measures 34,500 square feet, and the company is contemplating adding several additional storeys to their building. When they commenced business their parcel delivery cost them four dollars per month, now it costs them \$3,000 a year. Since 1900 Mr. Ham has been compelled to surrender some of the detail to experienced hands and devote his energies to store management proper. The position of advertising manager fell to Mr. Fairley, who has made a great success of it. Mr. Ham has ever been a firm believer in the judicious use of printer's ink and he modestly attributes his success in a great measure to truthful and persistent advertising. His is a large departmental store carrying in stock everything except groceries and furniture. A special line of skirts is manufactured on the premises and has created a large demand. Last year they manufactured and sold over seven thousand and during the Christmas trade, which was the largest in the firm's history, they met with extraordinary favor. There are two electric elevators in the building, which are in constant use. At present ten cash desks are required to supply the great demand. This store is situated at 460, 462, 464 Main street, extending back to Albert street.

W. J. HAMMOND,
High Class Furs.

We herewith introduce to our readers Mr. W. J. Hammond, hatter and furrier Main street, Winnipeg. Mr. Hammond began his apprenticeship as a furrier in 1886 and claims to be the only article in the fur trade in Western Canada. Nine years ago he started in business in Winnipeg and has made a great success of it. To-day he employs the largest staff of any high-class furrier in Canada, including nine cutters and six fur sewing machines run by

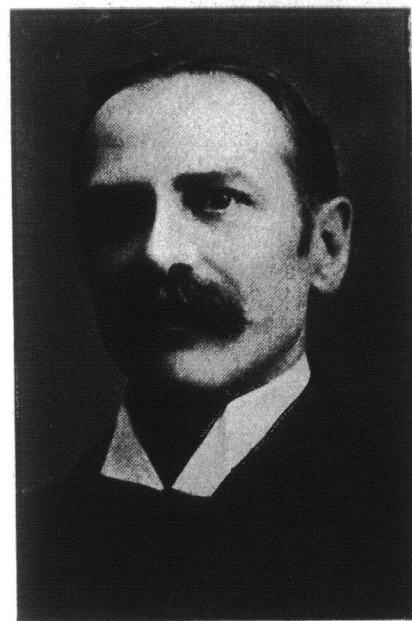
power. Each year Mr. Hammond pays a visit to Europe and returns with the latest ideas to be acquired in connection with the fur trade. He is the largest purchaser of raw furs on the local market.



CHAS. C. HARMAN,

Western Manager Henry Birks & Son.

When Henry Birks & Son opened their handsome jewellery emporium at 350 and 352 Main street, Winnipeg, Mr. Harman was placed in charge, he having been a trusted employee of the firm for many years previously. Mr. Harman has a faculty for organization and possibly no firm in the West can lay claim to a more perfect system than Henry Birks & Son. This firm has its headquarters at Montreal, with branches in Ottawa, Winnipeg, and in the course of a very few months will have a branch in Toronto. Henry Birks & Son conduct the largest jewellery business in Canada, their buyers invade the leading markets of the world to secure the very newest and most appropriate goods for their many large jewellery houses. They manufacture extensively from exclusive designs and their goods are all warranted and guaranteed to customers. They are the largest importers of diamonds and precious stones in the Dominion and the value of their importations annually in this line alone would buy a king's ransom. Their handsome store in Winnipeg is a Mecca for connoisseurs in quest of the best goods in the jewellery line and their trade is growing very rapidly. They issue an elaborate catalogue of their goods, and out of town buyers can make selections and buy from it with as perfect safety as if they visited the store.



JOHN A. HART,
Manager John A. Hart Company.

This firm succeeds C. H. Black & Co., booksellers